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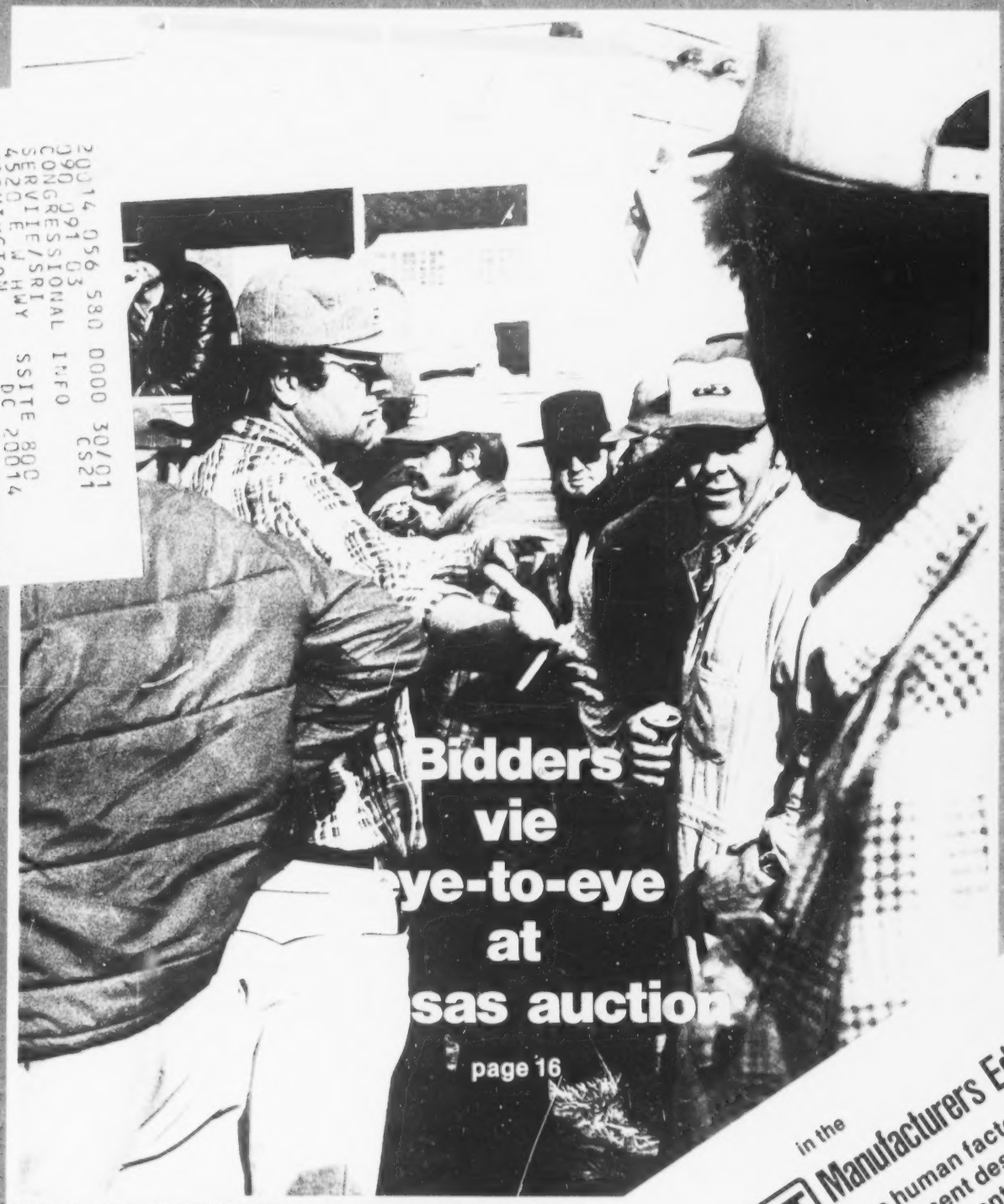

Bidders vie eye-to-eye at sas auction

page 16

in the I&T Manufacturers Edition

The human factor in equipment design—Instrumentation Part III

IMPLEMENT & TRACTOR
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and circulation correspondence
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ABP A member of
American Business Press

ABC A member of
Audit Bureau of Circulations

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(Regional advertising sales offices
listed on ad index page.)

ADMINISTRATION
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IMPLEMENT & TRACTOR (USPS 481-750), with which is combined Farm Implement News, is published twice monthly except in January and March, when third issues are published, and in July and December, when one issue only is published, by INTERTEC PUBLISHING CORP., 9221 Quivira Rd., Overland Park, Ks. 66215 (a suburb of Kansas City, Mo.).

Subscription information: Implement & Tractor is edited for persons in the farm and industrial equipment industry who function in the areas of retail sales and service, distribution sales and service, marketing, engineering, financing, manufacturing and general management. Subscription prices to qualified subscribers: U.S. one year—$10, two years—$15; elsewhere including Canada, one year—$17, two years—$25. Subscription prices to all others: U.S. one year—$34, two years—$68; elsewhere including Canada, one year—$39, two years—$78. Single copies, $2, except Annual Statistical Number, $4; Product File issue, $5; Red Book issue, $5. Adjustment necessitated by subscription termination at single copy rate. Extra charge for service on back issues. Allow 6-8 weeks for change of address and new subscriptions.

INTERTEC PUBLISHING CORP.

April 7, 1981 • Vol. 96 • No. 9

Implement & Tractor

The Business Magazine of the Farm and Industrial Equipment Industry

in this issue...

10: **You Can't Afford a 1½ Per Cent Mistake!** In the first of a two-part exclusive interview, management consultant Ed Walsh cites the need for accurate record keeping, especially in today's market.

16: **Prices Reflect Parched Purses.** Drought conditions in Kansas affect the prices and bidding at the All-Kansas State Consignment Auction.

18: **Different Approaches to Weeding, Mowing.** American manufacturers introduce some innovative machines for overhead weeding and hay cutting.

22: **Rating Conventional Balers.** Canada's Prairie Agricultural Machinery Institute tests three balers—John Deere's 346, Massey-Ferguson's 128 and New Holland's 320.

40: **Some New or Improved Tractors.** IH, Deutz, Ford and SAME unveil new versions to their tractor lines.

On the cover... Auction ringman Ron Carter keeps the bidding going between buyers at a farm machinery auction conducted recently in Topeka, Kan. Story on page 16.

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Controlled circulation postage paid at Shawnee Mission, Ks. 66201.
Postmaster: Return Form 3579 to Implement & Tractor, P.O. Box 12901, Overland Park, Ks. 66212.

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AUCTION PRICES OF USED EQUIPMENT

An exclusive I&T monthly report of actual prices paid recently at these leading national wholesale auctions.

Asterisk beside tractor price indicates highest bid offered on tractors which were not sold.

YODER & FREY, INC.
Archbold, Ohio
(February 23, 1981)

ALLIS-CHALMERS TRACTORS

7030 diesel, 1973 (Fair)	10,500
7030 diesel, 1972 (Good)	10,700
220 diesel, front wheel assist, 1971 (Good)	8500
XT190 diesel, (Good)	6500
XT190 diesel, 1966 (Fair)	6200
190 diesel, (Fair)	2500
175, ldr., (Fair)	6250
170, (Good)	5850
D19, 1964 (Fair)	2325
D19, 1963 (Rough)	2000
D17, (Good)	2500
D17, duals, 1963 (Good)	2000
D17, (Fair)	1800
D15, (Good)	2450
WD45, 1952 (Fair)	950
G, cult., 1951 (Fair)	1250

DAVID BROWN TRACTORS

1200,	2700
1200, 1964 (Fair)	2450
950, ldr., 1964 (Rough)	1275
880, ldr., 1959 (Fair)	2675

CASE TRACTORS

2670 diesel,	14,200
2470 diesel, 1974 (Good)	13,300
1370 diesel, (Good)	12,500
1370 diesel, (Good)	10,500
1200, bld., (Fair)	8600
1070 diesel,	11,000
1070 diesel, 1973 (Good)	10,150
1070 diesel, 1972 (Good)	9000
1070 diesel, 1971 (Good)	8400
1030 diesel, (Rough)	4100
970 diesel, 1970 (Fair)	5400
930 diesel, 1964 (Fair)	4800
730, 1966 (Fair)	2500

JOHN DEERE TRACTORS

8630 diesel, 1977 (Excellent)	37,500*
4630 diesel, duals, 1976 (Good)	21,500
4520 diesel, 1970 (Excellent)	7400
4430 diesel, 1975 (Good)	19,000
4430 diesel, 1975 (Fair)	15,800
4430 diesel, 1974 (Fair)	17,900
4430 diesel, 1974 (Good)	16,500
4430 diesel, 1973 (Fair)	15,500
4430 diesel, 1972 (Good)	14,700
4320 diesel, 1971 (Good)	12,300
4320 diesel, 1971 (Fair)	8300
4320 diesel, 1970 (Good)	8700
4320 diesel, 1970 (Fair)	8100
4230 diesel, 1974 (Good)	15,500
5020 diesel,	5500
4020 diesel, 1971 (Excellent)	9200
4020 diesel, 1970 (Good)	9000
4020 diesel, 1969 (Good)	8800
4020 diesel, 1968 (Good)	8400
4020 diesel, 1967 (Fair)	8000
4020, 1967 (Fair)	4200
4020 diesel, 1966 (Good)	8100
4020 diesel, 1966 (Fair)	6800
4020 diesel, 1966 (Fair)	6600
4020 diesel, 1966 (Fair)	6400
4020, 1966 (Good)	4375
4020 LP, 1966 (Fair)	5050
4020 diesel, 1965 (Good)	6800
4020 diesel, 1965 (Fair)	6200
4010 diesel, 1961 (Good)	6600
4010 diesel, 1961 (Good)	6000
4010 diesel, 1961 (Fair)	4700
4010 diesel, 1961 (Good)	5000
4010, 1961 (Fair)	3300
3020, 1970 (Fair)	5800
3020 diesel, (Fair)	5650
3020, 1965 (Fair)	3150
3010 diesel, 1962 (Fair)	4200
3010	2950
2510 diesel, 1964 (Good)	4800
2020, ldr., (Good)	4025
2010, 1962 (Good)	2500
2010 diesel, (Fair)	2075
2010, 1963 (Fair)	1600
1010, dozer,	3550
1010, ldr., 1963 (Fair)	2950
620, 1956 (Fair)	1640
620,	1585
530, 1959 (Good)	2200
530, 1958 (Fair)	1675
520, (Good)	1600
430, 1957 (Good)	2900
70, 1955 (Fair)	1000
60, 1955 (Good)	1450
50, 1953 (Rough)	520
MT, 1952 (Fair)	725

FORD TRACTORS

9600 diesel, 1971 (Rough)	7500
8600 diesel, 1972 (Good)	7750
8000 diesel, 1969 (Fair)	6800
7600 diesel, 1976 (Excellent)	10,600
7600 diesel, 1976 (Good)	9500
6000, 1965 (Rough)	1150
6000, 1960 (Fair)	1475
5000, 1973 (Fair)	4000
5000, Sup. Maj., 1960 (Fair)	1200
4000, (Fair)	3725
4000, ldr.,	2075
3400,	4400
3000, 1967 (Fair)	2900
3000 diesel, 1964 (Fair)	3000
2000, 1956 (Fair)	2225
2000, ldr., 1956 (Good)	1560
1000, ldr., (Good)	3600
960, (Fair)	1525
871, 1957 (Fair)	1620
861 LP, ldr., 1958 (Fair)	1575
801, ldr.,	1750
Jub., 1953 (Fair)	1300
8N, 1952 (Fair)	1325
8N, 1952 (Fair)	1210

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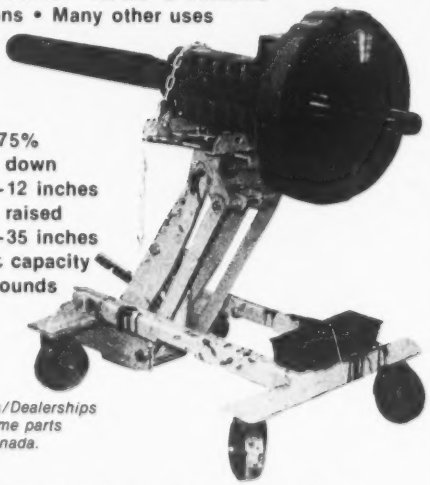

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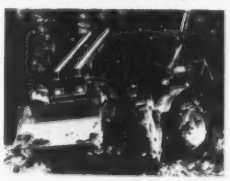

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Canada

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8N, Idr., 1951 (Good)	1325
8N, Idr., 1951 (Fair)	1550
8N, Idr., 1951 (Fair)	1500
8N, 1950 (Fair)	975
8N, 1950 (Fair)	900
9N, 1946 (Good)	1000
9N, 1946 (Fair)	925
9N, 1946 (Fair)	910

INTERNATIONAL HARVESTER TRACTORS

1586 diesel, 1977 (Excellent)	17,000
1468 diesel, 1972 (Fair)	9750
1466 diesel, (Good)	12,100
1466 diesel, 1973 (Fair)	11,200
1466 diesel, 1970 (Fair)	11,000
1456 diesel, 1971 (Fair)	10,500
1256 diesel, 1968 (Fair)	6900
1206 diesel, 1963 (Fair)	5950
1086 diesel, bld., 1977 (Good)	17,850
1086 diesel,	15,350
1066, 1973 (Good)	11,500
1066 diesel, 1973 (Fair)	8900
966 diesel, (Good)	12,400
966 diesel, (Good)	10,250
856 diesel, 1967 (Fair)	7400
856, 1967 (Good)	7300
826 diesel, (Good)	6200
826, (Good)	6150
856, 1967 (Good)	9500
806 diesel, 1967 (Fair)	5900
806 diesel, 1967 (Fair)	5400
806, 1966 (Fair)	5250
806, 1966 (Fair)	3200
806 diesel,	5700
806 diesel, 1963 (Fair)	5150
756 diesel, 1968 (Fair)	6000
706 diesel, 1968 (Good)	7200
706 diesel, 1966 (Fair)	4100
706 diesel, 1965 (Good)	6500
706, 1965 (Fair)	3700
656 diesel, 1967 (Good)	4800
656, hydro, 1967 (Good)	3600
560,	2000
560, 1961 (Rough)	1950
560, 1960 (Fair)	1750
560, 1959 (Fair)	1875
560, 1959 (Fair)	1750
560, (Fair)	1700
504, 1965 (Good)	2800
460, 1961 (Fair)	2300
460	1425
454, Idr., 1972 (Fair)	4300
450, 1957 (Fair)	1475
434, Idr., 1964 (Fair)	2800
434, 1959 (Rough)	2250
404, Idr., 1958 (Fair)	2500
400, 1957 (Fair)	1300
400, (Fair)	1125
230, 1959 (Fair)	1085
400, 1958 (Fair)	950
Sup. MTA, 1954 (Fair)	1380
Sup. M, (Good)	1275
Sup. M, 1953 (Fair)	1025
M, (Good)	1450
M, 1950 (Fair)	1150
M,	1080
M, 1950 (Fair)	900
Sup. H, 1952 (Good)	1075
Sup. A, cult., 1951 (Fair)	1850
C, cult.,	1175
Cub Loboy, mo., 1956 (Good)	3050
Cub, 1950 (Fair)	1425

MASSEY-FERGUSON TRACTORS

1100, (Fair)	3200
1085 diesel, 1978 (Excellent)	12,200*
1080 diesel, 1970 (Good)	5200
275, 1977 (Excellent)	7350
235, 1978 (Excellent)	4450
165,	3650
165, Idr., 1964 (Fair)	3575
165, 1964 (Fair)	3475
165, (Fair)	3185
135, Idr., (Good)	3060
135, (Good)	2875
Sup. 90,	2600
85 diesel, 1957 (Fair)	1475
65, (Good)	2450
65, 1963 (Fair)	1825
50, Idr., (Good)	2325
35, Idr., (Good)	3350
35, (Good)	2460
35, (Good)	2450

OLIVER TRACTORS

1955 diesel, (Good)	7550
1855, 1970 (Fair)	5600
1850 diesel, 1965 (Fair)	5200
1850, 1964 (Fair)	3725
1800, Idr., (Fair)	2925
1750, (Good)	3800
1655, (Excellent)	7000
1600, 1962 (Fair)	3750
880 diesel,	1400
550,	1800

MINNEAPOLIS-MOLINE TRACTORS

G1350 diesel, 1972 (Good)	8500
G1000 diesel, (Good)	3525
950 diesel, (Good)	4000
Sup. 670 diesel, (Fair)	2900
302 Sup., 1959 (Fair)	1875

STEIGER TRACTOR

Bearcat 1, 1973 (Fair)	16,500

WHITE TRACTOR

4-180 diesel, 1974 (Good)	11,000

NOTES
Prices reported are for individual sales at wholesale on "as is," "cash and carry" basis.
Prices reported are NOT averages.

Condition classifications: EXCELLENT means—Engine: in perfect condition, 400 to 600 hours of use; Rubber: 80% tread remaining, no breaks or cracks; Paint: original and bright; General Appearance: excellent.

GOOD means—Engine: good running condition; Rubber: 70% tread remaining, no breaks or cracks; Paint: original paint or a good repaint job; General Appearance: good over-all.

FAIR means—Engine: possibly in need of a minor overhaul to restore; Rubber: 60% tread remaining, some cracking evident in side walls; Paint: only fair, weathered and some rust apparent; General Appearance: worn, some dents, minor parts such as gage covers missing or broken.

ROUGH means—Engine: obviously in need of a major overhaul; Rubber: smooth; Paint: scarred, weathered, rusty, needs painting urgently; General Appearance: dents, ruptures, broken parts, loose wires, some components such as lights broken, missing or inoperative.

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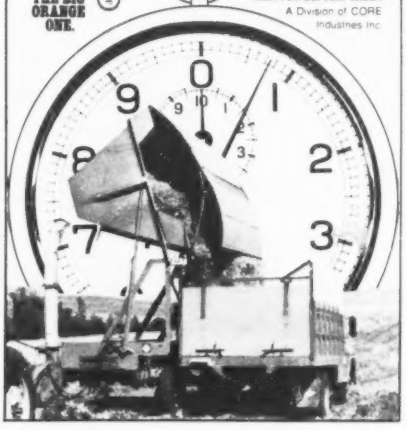

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Mike McLain, Gruver, Texas

"Hardly any wear on chisel points after 600 acres"

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